

Table 3A Expanded. Small Business Lending Institutions in New Mexico Using Call Report Data, June 2007

| Name of Lending Institution | City | Small Business Lending (<\$1M) | | | | | Micro Business Lending (<\$100k) | | | | |
|-----------------------------|-------------|--------------------------------|----------------|-----------------|----------------------|--------------|----------------------------------|-------------------|-------------------------|--------------|----------------|
| | | Total Rank (1) | LSBL/TA (2) | LSBL/TBL (3) | LSBL\$ (1000) (4) | LSBL# (5) | Institution Asset Size (6) | Total Rank (7) | SSBL\$ (1000) (8) | SSBL# (9) | CRD/TA (10) |
| International Bk | Raton | 87.5 | 0.366 | 1 | 64,647 | 477 | \$100M-500M | 70.0 | 7,535 | 281 | 0 |
| Bank of The Rio Grande NA | Las Cruces | 82.5 | 0.347 | 1 | 39,491 | 531 | \$100M-500M | 77.5 | 7,174 | 358 | 0 |
| Union Savings Bank | Albuquerque | 80.0 | 0.301 | 1 | 20,902 | 75 | <\$100M | 40.0 | 411 | 11 | 0 |
| James Polk Stone NB | Portales | 80.0 | 0.25 | 1 | 32,083 | 665 | \$100M-500M | 97.5 | 32,083 | 665 | 0 |
| Bank of The SouthWest | Roswell | 80.0 | 0.305 | 0.865 | 42,947 | 468 | \$100M-500M | 77.5 | 7,361 | 312 | 0 |
| Bank 1st | Albuquerque | 77.5 | 0.559 | 1 | 45,401 | 191 | <\$100M | 30.0 | 2,931 | 87 | 0 |
| Pioneer Bank | Roswell | 77.5 | 0.072 | 1 | 37,820 | 339 | \$500M-\$1B | 95.0 | 37,820 | 339 | 0 |
| Western Bk Artesia NM | Artesia | 75.0 | 0.29 | 0.943 | 37,006 | 357 | \$100M-500M | 57.5 | 5,036 | 254 | 0 |
| Century Bank FSB | Santa Fe | 75.0 | 0.132 | 0.569 | 55,437 | 557 | \$100M-500M | 80.0 | 7,540 | 350 | 0 |
| Four Corners Cmnty Bk | Farmington | 70.0 | 0.292 | 0.724 | 41,476 | 303 | \$100M-500M | 40.0 | 4,109 | 153 | 0 |
| New Mexico B&Tc | Albuquerque | 70.0 | 0.215 | 0.545 | 144,694 | 1,398 | \$500M-\$1B | 65.0 | 21,503 | 821 | 0.003 |
| My Bk | Belen | 67.5 | 0.269 | 0.848 | 38,629 | 318 | \$100M-500M | 55.0 | 5,569 | 183 | 0 |
| Western CMRC Bk | Carlsbad | 67.5 | 0.197 | 0.651 | 53,170 | 2,721 | \$100M-500M | 92.5 | 19,056 | 2,504 | 0 |
| First NB | Artesia | 67.5 | 0.215 | 0.559 | 108,458 | 1,136 | \$500M-\$1B | 72.5 | 21,454 | 765 | 0 |
| First Cmnty Bk | Taos | 67.5 | 0.18 | 0.518 | 602,334 | 7,014 | \$1B-\$10B | 62.5 | 73,761 | 4,831 | 0.001 |
| Sunrise Bk Albuquerque | Albuquerque | 65.0 | 0.457 | 0.848 | 32,777 | 166 | <\$100M | 20.0 | 1,946 | 50 | 0 |
| Citizens Bk | Farmington | 65.0 | 0.151 | 0.798 | 76,752 | 867 | \$500M-\$1B | 67.5 | 14,440 | 515 | 0.002 |
| Bank of Clovis | Clovis | 62.5 | 0.219 | 1 | 19,595 | 264 | <\$100M | 90.0 | 19,595 | 264 | 0 |
| Charter Bank | Santa Fe | 62.5 | 0.046 | 0.462 | 60,729 | 219 | \$1B-\$10B | 47.5 | 1,746 | 45 | 0 |
| Los Alamos NB | Los Alamos | 62.5 | 0.156 | 0.474 | 216,939 | 1,780 | \$1B-\$10B | 57.5 | 26,290 | 1,065 | 0.007 |
| Main Bk | Albuquerque | 60.0 | 0.423 | 1 | 24,217 | 79 | <\$100M | 77.5 | 24,217 | 79 | 0 |
| Western Bk | Lordsburg | 60.0 | 0.267 | 0.792 | 28,793 | 306 | \$100M-500M | 67.5 | 5,645 | 197 | 0 |
| First NB of New Mexico | Clayton | 60.0 | 0.179 | 0.879 | 25,210 | 371 | \$100M-500M | 80.0 | 6,815 | 288 | 0 |
| Vectra Bk Colorado NA | Farmington | 60.0 | 0.146 | 0.388 | 367,114 | 2,683 | \$1B-\$10B | 57.5 | 51,578 | 1,457 | 0 |
| Tucumcari FS & LA | Tucumcari | 57.5 | 0.133 | 0.903 | 4,747 | 36 | <\$100M | 60.0 | 606 | 18 | 0 |
| City Bk NM | Ruidoso | 57.5 | 0.274 | 0.714 | 27,732 | 295 | \$100M-500M | 42.5 | 3,183 | 178 | 0 |
| First NB In Las Vegas | Las Vegas | 57.5 | 0.221 | 0.978 | 22,565 | 240 | \$100M-500M | 62.5 | 4,848 | 164 | 0 |
| Alamogordo FS & LA | Alamogordo | 57.5 | 0.087 | 0.607 | 12,174 | 72 | \$100M-500M | 62.5 | 1,494 | 34 | 0 |
| American Heritage Bk | Clovis | 55.0 | 0.263 | 1 | 13,107 | 225 | <\$100M | 75.0 | 4,615 | 179 | 0.011 |
| First NM Bk | Silver City | 55.0 | 0.272 | 0.977 | 16,677 | 201 | <\$100M | 62.5 | 4,318 | 139 | 0 |
| Centinel Bk of Taos | Taos | 55.0 | 0.207 | 0.801 | 27,998 | 317 | \$100M-500M | 65.0 | 5,636 | 223 | 0.006 |
| Citizens Bk | Las Cruces | 55.0 | 0.139 | 0.676 | 44,915 | 354 | \$100M-500M | 42.5 | 6,482 | 183 | 0.002 |
| Bank of Albuquerque NA | Albuquerque | 55.0 | 0.103 | 0.507 | 141,012 | 952 | \$1B-\$10B | 50.0 | 19,002 | 606 | 0 |
| First NM Bk | Deming | 52.5 | 0.136 | 0.703 | 30,480 | 387 | \$100M-500M | 70.0 | 7,317 | 289 | 0 |
| Mesilla Valley Bk | Las Cruces | 50.0 | 0.396 | 0.949 | 9,051 | 58 | <\$100M | 17.5 | 600 | 23 | 0 |
| Western Bk | Alamogordo | 50.0 | 0.217 | 1 | 14,363 | 170 | <\$100M | 55.0 | 2,984 | 128 | 0 |
| Ambank | Silver City | 50.0 | 0.185 | 0.996 | 16,324 | 246 | <\$100M | 65.0 | 4,613 | 174 | 0 |
| First NB | Alamogordo | 50.0 | 0.162 | 0.669 | 32,238 | 308 | \$100M-500M | 42.5 | 4,308 | 218 | 0.004 |
| First Nb Of Santa Fe | Santa Fe | 50.0 | 0.131 | 0.334 | 72,374 | 518 | \$500M-\$1B | 40.0 | 6,635 | 277 | 0 |
| First NB | Ruidoso | 45.0 | 0.288 | 0.809 | 15,326 | 144 | <\$100M | 37.5 | 2,125 | 92 | 0 |
| Grants St Bk | Grants | 45.0 | 0.183 | 0.889 | 18,164 | 165 | <\$100M | 35.0 | 2,671 | 100 | 0 |
| Bank of Las Vegas | Las Vegas | 45.0 | 0.198 | 0.429 | 32,109 | 276 | \$100M-500M | 47.5 | 5,679 | 169 | 0 |

Table 3A Expanded. Small Business Lending Institutions in New Mexico Using Call Report Data, June 2007

| Name of Lending Institution | City | Small Business Lending (<\$1M) | | | | | Micro Business Lending (<\$100k) | | | | |
|--------------------------------|-------------|--------------------------------|----------------|-----------------|----------------------|--------------|----------------------------------|-------------------|-------------------------|--------------|----------------|
| | | Total Rank (1) | LSBL/TA (2) | LSBL/TBL (3) | LSBL\$ (1000) (4) | LSBL# (5) | Institution Asset Size (6) | Total Rank (7) | SSBL\$ (1000) (8) | SSBL# (9) | CRD/TA (10) |
| Community Bk | Santa Fe | 40.0 | 0.171 | 0.553 | 27,943 | 236 | \$100M-500M | 30.0 | 3,776 | 128 | 0 |
| Valley Bk of CMRC | Roswell | 35.0 | 0.154 | 0.692 | 15,809 | 212 | \$100M-500M | 40.0 | 3,203 | 143 | 0 |
| Lea Cty St Bk | Hobbs | 35.0 | 0.075 | 0.812 | 13,262 | 289 | \$100M-500M | 47.5 | 3,013 | 240 | 0.003 |
| Valley NB | Espanola | 35.0 | 0.113 | 0.467 | 30,746 | 267 | \$100M-500M | 32.5 | 4,415 | 176 | 0 |
| First St Bk | Socorro | 32.5 | 0.028 | 1 | 2,953 | 91 | \$100M-500M | 32.5 | 997 | 76 | 0.007 |
| Citizens Bk | Clovis | 32.5 | 0.088 | 0.509 | 16,615 | 360 | \$100M-500M | 72.5 | 6,699 | 313 | 0 |
| Carlsbad NB | Carlsbad | 27.5 | 0.089 | 0.495 | 16,247 | 285 | \$100M-500M | 55.0 | 5,286 | 199 | 0 |
| Farmers & Stockmens of Clayton | Clayton | 25.0 | 0.122 | 0.826 | 6,628 | 78 | <\$100M | 30.0 | 1,374 | 55 | 0 |
| Western Bk | Clovis | 22.5 | 0.143 | 0.52 | 6,315 | 90 | <\$100M | 42.5 | 1,770 | 58 | 0 |
| High Desert St Bk | Albuquerque | 17.5 | 0.106 | 0.485 | 10,669 | 62 | \$100M-500M | 10.0 | 787 | 23 | 0 |
| DSRM NB | Albuquerque | NR | 0 | | - | - | <\$100M | NR | - | - | 0 |

Note: NR = not ranked

Source: U.S. Small Business Administration, Office of Advocacy, from Call Reports collected by the Federal Reserve Board.

Table 3B Expanded. Small Business Lending Institutions in New Mexico Using Call Report Data, June 2007

| Name of Lending Institution | City | Micro Business Lending (<\$100k) | | | | Small Business Lending (<\$1M) | | | | | |
|-----------------------------|-------------|----------------------------------|----------------|-----------------|----------------------|--------------------------------|-------------------------------|-------------------|----------------------|--------------|----------------|
| | | Total Rank (1) | SSBL/TA (2) | SSBL/TBL (3) | SSBL\$(1,000) (4) | SSBL# (5) | Institution Asset Size (6) | Total Rank (7) | LSBL\$(1,000) (8) | LSBL# (9) | CRD/TA (10) |
| James Polk Stone NB | Portales | 97.5 | 0.25 | 1 | 32,083 | 665 | \$100M-500M | 80.0 | 32,083 | 665 | 0 |
| Pioneer Bank | Roswell | 95.0 | 0.072 | 1 | 37,820 | 339 | \$500M-\$1B | 77.5 | 37,820 | 339 | 0 |
| Western CMRC Bk | Carlsbad | 92.5 | 0.071 | 0.233 | 19,056 | 2,504 | \$100M-500M | 67.5 | 53,170 | 2,721 | 0 |
| Bank of Clovis | Clovis | 90.0 | 0.219 | 1 | 19,595 | 264 | <\$100M | 62.5 | 19,595 | 264 | 0 |
| First NB of New Mexico | Clayton | 80.0 | 0.048 | 0.238 | 6,815 | 288 | \$100M-500M | 60.0 | 25,210 | 371 | 0 |
| Century Bank FSB | Santa Fe | 80.0 | 0.018 | 0.077 | 7,540 | 350 | \$100M-500M | 75.0 | 55,437 | 557 | 0 |
| Main Bk | Albuquerque | 77.5 | 0.423 | 1 | 24,217 | 79 | <\$100M | 60.0 | 24,217 | 79 | 0 |
| Bank of The Rio Grande NA | Las Cruces | 77.5 | 0.063 | 0.182 | 7,174 | 358 | \$100M-500M | 82.5 | 39,491 | 531 | 0 |
| Bank of The Southwest | Roswell | 77.5 | 0.052 | 0.148 | 7,361 | 312 | \$100M-500M | 80.0 | 42,947 | 468 | 0 |
| American Heritage Bk | Clovis | 75.0 | 0.093 | 0.352 | 4,615 | 179 | <\$100M | 55.0 | 13,107 | 225 | 0.011 |
| Citizens Bk | Clovis | 72.5 | 0.035 | 0.205 | 6,699 | 313 | \$100M-500M | 32.5 | 16,615 | 360 | 0 |
| First NB | Artesia | 72.5 | 0.043 | 0.11 | 21,454 | 765 | \$500M-\$1B | 67.5 | 108,458 | 1,136 | 0 |
| International Bk | Raton | 70.0 | 0.043 | 0.117 | 7,535 | 281 | \$100M-500M | 87.5 | 64,647 | 477 | 0 |
| First NM Bk | Deming | 70.0 | 0.033 | 0.169 | 7,317 | 289 | \$100M-500M | 52.5 | 30,480 | 387 | 0 |
| Western Bk | Lordsburg | 67.5 | 0.052 | 0.155 | 5,645 | 197 | \$100M-500M | 60.0 | 28,793 | 306 | 0 |
| Citizens Bk | Farmington | 67.5 | 0.028 | 0.15 | 14,440 | 515 | \$500M-\$1B | 65.0 | 76,752 | 867 | 0.002 |
| Ambank | Silver City | 65.0 | 0.052 | 0.281 | 4,613 | 174 | <\$100M | 50.0 | 16,324 | 246 | 0 |
| Centinel Bk of Taos | Taos | 65.0 | 0.042 | 0.161 | 5,636 | 223 | \$100M-500M | 55.0 | 27,998 | 317 | 0.006 |
| New Mexico B&Tc | Albuquerque | 65.0 | 0.032 | 0.081 | 21,503 | 821 | \$500M-\$1B | 70.0 | 144,694 | 1,398 | 0.003 |
| First NM Bk | Silver City | 62.5 | 0.07 | 0.253 | 4,318 | 139 | <\$100M | 55.0 | 16,677 | 201 | 0 |
| First NB In Las Vegas | Las Vegas | 62.5 | 0.047 | 0.21 | 4,848 | 164 | \$100M-500M | 57.5 | 22,565 | 240 | 0 |
| Alamogordo FS & LA | Alamogordo | 62.5 | 0.011 | 0.074 | 1,494 | 34 | \$100M-500M | 57.5 | 12,174 | 72 | 0 |
| First Cmnty Bk | Taos | 62.5 | 0.022 | 0.063 | 73,761 | 4,831 | \$1B-\$10B | 67.5 | 602,334 | 7,014 | 0.001 |
| Tucumcari FS & LA | Tucumcari | 60.0 | 0.017 | 0.115 | 606 | 18 | <\$100M | 57.5 | 4,747 | 36 | 0 |
| Western Bk Artesia NM | Artesia | 57.5 | 0.039 | 0.128 | 5,036 | 254 | \$100M-500M | 75.0 | 37,006 | 357 | 0 |
| Los Alamos NB | Los Alamos | 57.5 | 0.019 | 0.057 | 26,290 | 1,065 | \$1B-\$10B | 62.5 | 216,939 | 1,780 | 0.007 |
| Vectra Bk Colorado NA | Farmington | 57.5 | 0.021 | 0.054 | 51,578 | 1,457 | \$1B-\$10B | 60.0 | 367,114 | 2,683 | 0 |
| Western Bk | Alamogordo | 55.0 | 0.045 | 0.208 | 2,984 | 128 | <\$100M | 50.0 | 14,363 | 170 | 0 |
| My Bk | Belen | 55.0 | 0.039 | 0.122 | 5,569 | 183 | \$100M-500M | 67.5 | 38,629 | 318 | 0 |
| Carlsbad NB | Carlsbad | 55.0 | 0.029 | 0.161 | 5,286 | 199 | \$100M-500M | 27.5 | 16,247 | 285 | 0 |
| Bank of Albuquerque NA | Albuquerque | 50.0 | 0.014 | 0.068 | 19,002 | 606 | \$1B-\$10B | 55.0 | 141,012 | 952 | 0 |
| Bank of Las Vegas | Las Vegas | 47.5 | 0.035 | 0.076 | 5,679 | 169 | \$100M-500M | 45.0 | 32,109 | 276 | 0 |
| Lea Cty St Bk | Hobbs | 47.5 | 0.017 | 0.184 | 3,013 | 240 | \$100M-500M | 35.0 | 13,262 | 289 | 0.003 |
| Charter Bank | Santa Fe | 47.5 | 0.001 | 0.013 | 1,746 | 45 | \$1B-\$10B | 62.5 | 60,729 | 219 | 0 |
| Western Bk | Clovis | 42.5 | 0.04 | 0.146 | 1,770 | 58 | <\$100M | 22.5 | 6,315 | 90 | 0 |
| City Bk NM | Ruidoso | 42.5 | 0.031 | 0.082 | 3,183 | 178 | \$100M-500M | 57.5 | 27,732 | 295 | 0 |
| First NB | Alamogordo | 42.5 | 0.022 | 0.089 | 4,308 | 218 | \$100M-500M | 50.0 | 32,238 | 308 | 0.004 |
| Citizens Bk | Las Cruces | 42.5 | 0.02 | 0.098 | 6,482 | 183 | \$100M-500M | 55.0 | 44,915 | 354 | 0.002 |
| Union Savings Bank | Albuquerque | 40.0 | 0.006 | 0.02 | 411 | 11 | <\$100M | 80.0 | 20,902 | 75 | 0 |
| Valley Bk of CMRC | Roswell | 40.0 | 0.031 | 0.14 | 3,203 | 143 | \$100M-500M | 35.0 | 15,809 | 212 | 0 |

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|--------------------------------|-------------|----------------------------------|----------------|-----------------|-----------------------|-----------------------------------|-------------|-------------------|----------------------|--------------|----------------|
| | | Total Rank (1) | SSBL/TA (2) | SSBL/TBL (3) | SSBL\$ (1,000) (4) | Institution Asset SSBL# (5) | Size (6) | Total Rank (7) | LSBL\$(1,000) (8) | LSBL# (9) | CRD/TA (10) |
| Four Corners Cmnty Bk | Farmington | 40.0 | 0.029 | 0.072 | 4,109 | 153 | \$100M-500M | 70.0 | 41,476 | 303 | 0 |
| First Nb Of Santa Fe | Santa Fe | 40.0 | 0.012 | 0.031 | 6,635 | 277 | \$500M-\$1B | 50.0 | 72,374 | 518 | 0 |
| First NB | Ruidoso | 37.5 | 0.04 | 0.112 | 2,125 | 92 | <\$100M | 45.0 | 15,326 | 144 | 0 |
| Grants St Bk | Grants | 35.0 | 0.027 | 0.131 | 2,671 | 100 | <\$100M | 45.0 | 18,164 | 165 | 0 |
| First St Bk | Socorro | 32.5 | 0.009 | 0.338 | 997 | 76 | \$100M-500M | 32.5 | 2,953 | 91 | 0.007 |
| Valley NB | Espanola | 32.5 | 0.016 | 0.067 | 4,415 | 176 | \$100M-500M | 35.0 | 30,746 | 267 | 0 |
| Farmers & Stockmens of Clayton | Clayton | 30.0 | 0.025 | 0.171 | 1,374 | 55 | <\$100M | 25.0 | 6,628 | 78 | 0 |
| Bank 1st | Albuquerque | 30.0 | 0.036 | 0.065 | 2,931 | 87 | <\$100M | 77.5 | 45,401 | 191 | 0 |
| Community Bk | Santa Fe | 30.0 | 0.023 | 0.075 | 3,776 | 128 | \$100M-500M | 40.0 | 27,943 | 236 | 0 |
| Sunrise Bk Albuquerque | Albuquerque | 20.0 | 0.027 | 0.05 | 1,946 | 50 | <\$100M | 65.0 | 32,777 | 166 | 0 |
| Mesilla Valley Bk | Las Cruces | 17.5 | 0.026 | 0.063 | 600 | 23 | <\$100M | 50.0 | 9,051 | 58 | 0 |
| High Desert St Bk | Albuquerque | 10.0 | 0.008 | 0.036 | 787 | 23 | \$100M-500M | 17.5 | 10,669 | 62 | 0 |
| DSRM NB | Albuquerque | NR | 0 | | - | - | <\$100M | NR | - | - | 0 |

Note: NR = not ranked

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